MSM – Master of Science in Management- 30 credits

At some point in their careers, successful, forward-thinking professionals are faced with the prospect of transitioning into managerial positions as the next logical step in their career progressions. The MSM is especially designed to facilitate this evolution. Further, the MSM is ideally suited for professionals who wish to become more influential in their organizations by progressing into managerial positions, but who also desire to maintain their allegiance to an area of technical expertise.

- Underscores the merger of business fundamentals and technical proficiency within specific areas of specialization
- Compliments science and technology training by offering both career flexibility and career mobility
- Enhances the business acumen demanded by the continuously evolving economic landscape
- Confers business knowledge that affords a “language” that is not only key to your ability to navigate well beyond the syntax of your chosen field, but also imperative if you wish to pursue international work

How to Qualify

- Earned baccalaureate degree from an accredited college or university
- Minimum GPA of 3.0
- GMAT or GRE: Minimum GMAT score of 500 or equivalent GRE score unless candidate already possesses an earned master’s or doctoral degree. Candidates with a minimum GPA of 2.8 from a US based research institution may qualify for GMAT or GRE waiver
- **International Applicants** who do not hold a degree from a United States post-secondary institution must provide the following:
  - Proof of a high level of proficiency in the English language by taking the Test of English as a Foreign Language (TOEFL) or the International English Language Testing System (IELTS)

For More Information, contact: D. Elaine Frazier – 973.596-6378 frazier@njit.edu

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For Application information: [http://www.njit.edu/admissions/graduate/graduate-faqs.php](http://www.njit.edu/admissions/graduate/graduate-faqs.php)
Master of Science in Management (MSM)
Curriculum Requirements (30 credits)

Module I: Required Core Courses (15 Credits)
- ACCT 615 Managerial and Fin Acctg
- FIN 600 Corporate Finance
- HRM 601 Org Behavior & Leadership
- MIS 645 Information Sys. Prin. or IS 677
- MKT 620 Global Marketing Mgmt

Module II: Specialization Areas (15 Credits)

**Area 1: Web Systems and Media**
- IS 661 User Experience Design
- IS 688 Web Mining
- IS 698 ST: Customer Discovery
- IS 690 Web Services and Middleware
- MKR 637 Advertising and Mktg Comm
- PTC 601 Advance Prof & Tech Communication
- PTC 605 Elements of Visual Design
- PTC 606 Advanced Information Design
- PTC 650 Web Based Training Design

*(Note: One course must be MKRT 637)*

**Area 2: Business Analytics**
- CS 634 Data Mining
- IS 631 Enterprise Database Mgmt
- IS 687 Transaction Mining & Fraud Detection
- IS 688 Web Mining
- MATH 644 Regression Analysis Methods
- MATH 646 Time Series Analysis I
- MATH 647 Time Series Analysis II
- MATCH 661 Applied Statistics
- MATH 664 Methods for Statistical Consulting
- MGMT 630 Decision Analysis or
  - MIS 680
- MGMT 635 Data Mining and Analysis
- MIS 648 Decision Support Systems for Managers
- MIS 680 Management Science or
  - MGMT 630 Decision Analysis
- MKRT 645 Internet Marketing Strategy

*(Note: One course must be MGMT 630, MGMT 635, MGMT 710, MIS 680, MIS 648, or MKRT 645)*

**Area 3: Finance**
- FIN 624 Corporate Finance II
- FIN 626 Financial Investment Institutions
- FIN 627 International Finance
- FIN 634 Mergers, Acquisitions and Restructuring
- FIN 641 Derivatives Markets
- FIN 642 Derivatives and Structured Finance
- FIN 650 Investment Theory & Portfolio Analysis
- FIN 660 Financial Planning & Decision-Making

**Area 4: Information Systems Management**
- CS 631 Data Management System & Design
- CS 632 Advanced Database Systems
- IS 631 Enterprise Data Mgmt
- IS 663 Systems Analysis and Design
- IS 678 IT Service Management
- IS 679 Information Systems Strategy
- IS 680 Information Systems Auditing
- IS 681 Computer Security Auditing
- IS 684 Business Process Innovation
- IS 685 Enterprise Architecture & Integration
- IS 690 Web Services & Middleware
- MGMT 630 Decision Analysis or
  - MIS 680 Management Science
- MGMT 635 Data Mining Analysis
- MGMT 650 Knowledge Management
- MIS 648 Decision Support Syst for Managers
- MIS 680 Management Science or MGMT 630

*(Note: One course must be MIS 648)*

**Area 5: Networks & Telecommunications Mgmt**
- CS 696 Network Management and Security
- ECE 637 Internet & Higher Layer Protocols
- ECE 639 Principles of Broadband Networks
- ECE 642 Communication Systems
- ECE 644 Intro to Wireless and Personal Communication Systems
- ECE 673 Random Signal Analysis
- ECE 683 Computer Network Design and Analysis
- IT 620 Wireless Security and Administration
- IT 640 Network Services Administration
- MGMT 641 Global Project Management

*(Note: One course must be MGMT 641)*

**Area 6: Global Project Management**
- ECON 610 Managerial Economics or
  - FIN 610 Global Macro Economics
- EM 636 Project Management
- EM 637 Project Control
- EM 691 Cost Estimating for Capital Projects
- IE 618 Engineering Cost and Production Economics
- IE 659 Supply Chain Engineering
- IS 614 Command and Control Systems
- IS 684 Business Process Innovation
- MGMT 641 Global Project Management

*(Note: One course must be either ECON 610 or MGMT 641)*
Area 7: Environmental Management
- EPS 601 Res. Design for Social & Policy Sciences
- EPS 612 Intro to Environmental Policy Studies
- EPS 614 Environmental Economics
- EPS 622 Sustainable Development
- EVSC 612 Environmental Analysis
- EVSC 613 Environmental Problem Solving
- EVSC 615 Global Environmental Problems
- MGMT 641 Global Project Management

*(Note: One course must be MGMT 641)*

Area 8: Architecture and Business
- ARCH 569G Building and Development
- EM 691 Cost Estimating for Capital Projects
- EPS 622 Sustainable Politics and Policy
- MGMT 630 Decision Analysis or MIS 680
- MGMT 641 Global Project Management
- MGMT 680 Entrepreneurial Strategy
- MIP 652 Geographic Information Systems
- MIP 655 Land Use Planning
- MIP 673 Infrastructure Planning Practice
- MIP 674 Infrastructure and Architecture
- MIS 680 Management Science or MGMT 630

Area 9: International Business
- *FIN 610 Global Macroeconomics
- *FIN 627 International Finance
- MGMT 620 Management of Technology
- MGMT 630 Decision Analysis or MIS 680
- *MGMT 641 Global Project Management
- MGMT 650 Knowledge Management
- *MGMT 670 International Business
- MGMT 691 Legal & Ethical Issues
- MGMT 692 Strategic Management or MGMT 680 Entrepreneurial Strategy
- MRKT 631 Marketing Research

*must take 3 of the 4 courses*

Area 10: Innovation and Entrepreneurship
- MGMT 645 New Venture Finance
- MGMT 649 Convention, Creativity & Innovation or MGMT 620 Management of Technology
- MGMT 680 Entrepreneurial Strategy or MGMT 692 Strategic Management
- MGMT 688 Internet Law and Ethics or MGMT 691 Legal & Ethical Issues
- MIS 625 Management Strategies for E-Com
- MRKT 631 Market Planning and Analysis
- MRKT 636 Design & Dev of High Tech Prod or IS 664 Customer Discovery

Area 11: Bioscience Management*
- MATH 615 Approaches to Quantitative Analysis in the Life Sciences
- MATH 663 Introduction to Biostatistics
- MGMT 691 Legal and Ethical Issues
- MGMT 692 Strategic management
- MRKT 631 Market Planning and Analysis
- MRKT 636 Design and Development of High Tech Products
- PhB 505 Principles of Pharma Microbiology and Biochemistry
- PhB 610 Biotechnology-Biopharma, Processes and Products
- PHEN 601 Principles of Pharma Engineering
- PHEN 602 Pharmaceutical Facility Design
- PHEN 604 Validation and Regulatory Issues in the Pharmaceutical Industry

*Students pursuing this track must enter the program with an undergraduate degree from a STEM field; MGMT 692 is a required elective; PHEN courses must be approved in advance through the Pharmaceutical Engineering Program Director.

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